



BellSouth Telecommunications, Inc.
333 Commerce Street
Suite 2101
Nashville, TN 37201-3300

guy.hicks@bellsouth.com

03 MAR 5 PM 4 04

March 5, 2003

TN REGULATORY AUTHORITY
DOCKET ROOM

Guy M. Hicks
General Counsel

615 214 6301
Fax 615 214 7406

VIA HAND DELIVERY

Hon. Sara Kyle, Chairman
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37238

Re: *Petition to Suspend BellSouth "Welcoming Reward" Tariff and Open a
Contested Case Proceeding*
Docket No. 03-00060

Dear Chairman Kyle:

Enclosed are fifteen copies of a revision to BellSouth's *Welcoming Reward* tariff. This revision consists of the deletion of the word "BellSouth" in item number one, between the words "new" and "business". As discussed in argument during the March 3, 2003 Agenda Conference, BellSouth has agreed to make this revision to its tariff language to clarify its construction of the eligibility requirement for the promotion.

Specifically, BellSouth construes the tariff to permit a reselling CLEC to resell the promotion to "new" business customers, from the CLECs' perspective. Accordingly, CLECs reselling the promotion may sell the promotion to existing BellSouth customers who are new customers to the CLEC. As discussed during the Agenda Conference, BellSouth also construed the tariff to have this meaning prior to making this revision to the tariff.

Very truly yours,

Guy M. Hicks

GMH:ch

cc: Henry Walker, Esquire
Joe Shirley, Esquire

A13. MISCELLANEOUS SERVICE ARRANGEMENTS

A13.90 Business Programs

A13.90.27 2003 Welcoming Reward Program

A. Rules and Regulations

Beginning February 3, 2003, and continuing until **May 30, 2003**, qualifying business customers with locations in Rate Group 5 may enroll in this Program, which offers rewards on the subscriber's bill described below, by signing a 12-month contract. (C)

1. In order to qualify for the 2003 Welcoming Reward Program new business customers must be located in Rate Group 5 and have aggregate annual billing, per state of services, not exceeding \$36,000 at the time of enrollment. (T)
2. Qualifying Program participants must sign a 12-month term contract to receive the rewards that are detailed in B. following, Reward Schedule.
3. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.
4. To participate in this Program, qualifying customers must sign a 12-month contract between February 3, 2003, and **May 30, 2003**. Following this period, no subscribers may enroll in this Program. **Beginning March 3, 2003** this Program **as well as the \$100 Reward described below**, is available for resale **at the wholesale discount** for the duration of this enrollment period. Following the expiration of this enrollment period, no new customers may enroll in the Program, but any contract established under this Program between BellSouth and its customers would continue to be available for resale for the remaining term of the existing contract. Aside from these resale situations, a customer may not assign its rights under any contract signed pursuant to this Program to another customer or to any other third party. (C)
5. Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as all the locations qualify and the locations do not have any service with BellSouth as the local service provider.
6. **Effective March 3 2003**, should a participating customer terminate a contract signed under this Program without cause, the customer must pay BellSouth a termination liability as specified in BellSouth's Tariff A2.4.10.E and B2.4.9.A.4. In addition to this charge, tariffed termination charges for individual services will be applied, if applicable. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. Customers with Volume and Term Contract Service Arrangements (CSAs) are not eligible for this Program. (C)
7. BellSouth reserves the right to terminate this program at any time; provided, however, that Subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement. (T)
8. Subscribers who are participating in the Welcoming Reward program are not eligible to participate in any of the following term plans or programs: Volume and Term Agreements CSAs, Product Level CSAs, Complete Choice for Business Term Plan, Welcome Back Win Back, Full Circle, Advantage Plus, Medallion Plus, Solution Plus, Hunting Program, or any Key Customer Program (where available). (T)
9. Subscribers may participate concurrently with the Simple Solutions Program. (T)

B. Reward Schedule

Eligible Lines	Reward
2+ Lines Per Location	\$100 Per Line

1. \$100 per new line/per location at time BellSouth becomes local service provider **and retained through 4th billing period**. Lines include IFB and line equivalents. (C)
2. **Effective March 3, 2003**, the Reward will appear as a one-time credit in the OC&C section of the Subscriber's bill in **the 4th or 5th subsequent billing period usually within 120 days to 150 days**. (C)
3. New lines added to the account or location during the promotional period or term agreement period are not eligible for the \$100.